

# Scaling smarter operations for future-ready factories

Eaton drives manufacturing forward with Dell NativeEdge, unifying IT and OT to scale smart operations, efficiency, and sustainability.

## Business needs

Eaton faced the critical challenge of modernizing more than 230 global manufacturing facilities by uniting Information Technology (IT) and Operational Technology (OT) to eliminate siloed systems, accelerate deployments, and address talent shortages. Disconnected systems and cybersecurity risks hindered scalability and slowed progress toward smart manufacturing goals. To stay competitive in a fast-evolving market, Eaton needed a solution to streamline operations, enhance security, and unlock real-time insights.

## Business results



Enabling the modernization of 100+ global factories by 2026 with scalable, secure, and efficient operations.



Deploying software in days with zero-touch updates, reducing disruptions and saving IT resources.



Enhancing efficiency with predictive maintenance and AI, lowering costs and minimizing downtime.



Supporting sustainability goals by cutting emissions, optimizing energy, and enabling smarter processes.

## Solutions at a glance

- [Dell NativeEdge](#)



**Reduces software deployment time from 3–6 months to just days, boosting efficiency by more than 90%.**

## Revolutionizing manufacturing for a sustainable future

Eaton, a global leader in intelligent power management, is on a mission to redefine manufacturing at scale. With more than 230 manufacturing facilities worldwide, Eaton recognized the need to modernize and enhance its operations to meet ambitious goals for sustainability and Industry 5.0. From enhancing cybersecurity to unifying IT and OT systems, Eaton faced significant hurdles that demanded a robust, scalable solution. To address these challenges, Eaton partnered with Dell Technologies to deploy Dell NativeEdge—a full-stack solution purpose-built for the edge and distributed data centers—to streamline, secure, and optimize manufacturing operations. “Our aim is to create manufacturing systems that deliver predictable, secure, and reliable outcomes,” said Balaji Ganesan, Vice President of IT and chief technology officer at Eaton. “With Dell, we are modernizing our ecosystem to advance smart manufacturing, boost employee productivity, and achieve key IT strategic goals.”

## Simplifying complex manufacturing with IT/OT integration

Historically, Eaton grappled with siloed systems and manual processes that limited growth and efficiency across its operations. The disconnect between OT on the factory floor and IT infrastructure created inefficiencies, slowed progress, and hindered scalability. Dell NativeEdge provided the solution by enabling centralized IT/OT convergence, creating a unified foundation for smarter manufacturing.

Dell NativeEdge allows Eaton to stream software deployment across its facilities. What previously required three to six months to complete now happens within days, thanks to edge application orchestration and zero-touch provisioning. This dramatic reduction in deployment timelines means Eaton teams can shift their focus from routine configurations to strategic initiatives that provide greater value. “NativeEdge helps simplify even the most intricate factory environments,” Ganesan explained. “It allows us to centrally orchestrate changes once and quickly scale them across our entire footprint.”

## Pioneering smart manufacturing with speed and scale

Dell NativeEdge is Eaton’s springboard for Industry 5.0 aspirations, aiming to set a new benchmark for scaling smart factories by deploying the solution across 90 key locations by 2026. Initial deployments at sites in Milwaukee, Wisconsin and Ireland validated the platform’s capabilities, demonstrating seamless compatibility with a mix of complex operations. Eaton developed digital blueprints with NativeEdge that drive consistency in processes, minimize factory downtime, and unlock AI-powered predictive maintenance. This proactive approach enhances Overall Equipment Effectiveness (OEE) while enabling teams with actionable insights via integrated analytics. “NativeEdge makes the leap to Industry 5.0 not only achievable but also impactful,” said Ganesan. “It’s about delivering better outcomes and equipping factories with the tools to make smarter, faster decisions.”

## Building resilient, sustainable operations

A key advantage of the collaboration with Dell Technologies lies in the shared vision for sustainability. Eaton’s integration of Dell NativeEdge with its Brightlayer Industrial Suite, a digital platform that combines connectivity, data science, and cybersecurity to optimize power management, ensure smarter



*We strive to make technology complexities invisible, streamlining experiences for employees, customers, and partners.*



**Balaji Ganesan**

Vice President of IT & Chief Technology Officer, Eaton

“

*NativeEdge empowers us to achieve zero-touch provisioning at scale while maintaining a strong cybersecurity posture.*

”

**Balaji Ganesan**

Vice President of IT & Chief Technology Officer,  
Eaton



workload management, optimize energy use, and reduce greenhouse gas emissions. These data-driven insights empower factories and customers to cut energy costs while advancing global decarbonization efforts. This fusion of real-time operational efficiency and sustainability aligns perfectly with Eaton's commitment to reducing its environmental footprint. "Sustainability isn't an afterthought; it's integral to how we operate and innovate," Ganesan emphasized.

## Redefining manufacturing excellence

Dell NativeEdge reshapes what's possible in global manufacturing by delivering seamless, secure automation at scale. For Eaton employees, the solution simplifies workflows and empowers them to proactively address challenges, boosting competitiveness in an increasingly demanding industry landscape. "Dell is a trusted ally in our pursuit of manufacturing excellence," Ganesan noted. "Together, we are rewriting what resilient, forward-looking factories look like."

## The vision for a smarter future

Eaton's bold strides into Industry 5.0 are powered by a relentless focus on digital transformation, AI adoption, and operational consistency. With ambitions to expand its Dell NativeEdge footprint globally, Eaton is charting

a path for a future defined by growth, sustainable innovation, and precision-driven manufacturing. Eaton and Dell Technologies are shaping the blueprint for tomorrow's manufacturing landscape. Their partnership proves that innovation, when aligned with purpose, can unlock extraordinary possibilities for industries worldwide. Ganesan concluded, "this isn't just about what's next; it's about acting now to transform the way we manufacture and prepare for a resilient, sustainable future."

“

*Transforming our operations with NativeEdge allows our workforce to focus on achieving business outcomes—not manual deployments.*

”

**Balaji Ganesan**

Vice President of IT & Chief Technology  
Officer, Eaton

[Learn More](#) About Dell NativeEdge.

Connect on Social.

